EVEREST

Business Update

April, 2015

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- Business Update
- Financial Highlights - Q4 FY15 & FY15
- Segment wise Financial Highlights
- Quarterly Financial Result Trend

Business Update

Everest Industries...

	Building Products		Pre Engineered Building
Demand	Rural and Semi-urban	Urban	Industrial, Logistics, Commercial, Institutional and Infrastructure
Products	Roofing Sheets & Accessories	Boards, Solid Wall Panels & Grids	Pre-engineered Steel Buildings Smart Steel Buildings
Capacity	810,000 MTPA		72,000 MTPA
Manufacturing Facilities	6 manufacturing plants located across India		3 manufacturing plants in India
Distribution Network	40 Sales Depot & over 6,000 Dealer Outlets Serving over 600 cities & 100,000 villages Export to over 20 countries		1250 Projects executed across India Despatched 1 building every 2 days in FY15

Complete Building Products Solution Provider

Capacity addition across segments…

Steel Buildings - Dahej

- Greenfield project in Dahej, Gujarat for Steel Building
  - Capacity : 30,000 MTPA
  - Project Cost : ~ Rs. 50 Crs
- Caters to Projects in Western, Central and Southern region
- Savings in Freight Cost and better client servicing including faster deliveries

Commercial Production Commenced

- **Steel Building: Total Capacity 72,000 MTPA**

Building Products : Boards & Panel

- Greenfield project in UAE for Boards & Panel
  - Capacity : 72,000 MTPA
  - Estimated Project Cost : Rs. 100 Crs
  - Land acquired, major approvals are in place
- Caters to increasing demand of International market with significant savings in Transportation cost
- Enhance customer service with faster response time

Everest Steel Building Projects

Manufacturing plant of Kellogg – Mumbai
Area – 85,000 sq ft

Honey warehouses for Dabur India Ltd. – Pithampur, Baddi
Area – 54,340 sq ft (All locations)

Financial Highlights

Annual Profitability Highlights

Rs. in Cr	FY15	FY14	Var %	FY13
Revenues	***1,230.5***	***1,035.3***	***19%***	***1,014.1***
Raw Material	706.3	603.4	17%	561.8
Manpower Cost	109.1	97.0	12%	92.1
Other Operating Expenses	333.2	295.1	13%	262.4
EBITDA	***81.9***	***39.9***	***105%***	***97.8***
EBITDA Margin	***6.7%***	***3.8%***		***9.6%***
Other Income	10.5	12.3	-15%	8.8
Depreciation	25.4	26.7	-5%	22.1
Interest	18.7	12.6	48%	5.6
Profit Before Tax	***48.3***	***12.9***	***274%***	***78.9***
Tax	14.1	3.8	271%	26.4
Net Profit	***34.2***	***9.2***	***272%***	***52.5***
Net Profit Margin	***2.8%***	***0.9%***		***5.2%***
Earning Per Share (EPS)	**22.45**	6.02	**273%**	34.70

Board recommends Dividend of Rs. 5 per equity share for FY15

Balance Sheet Highlights

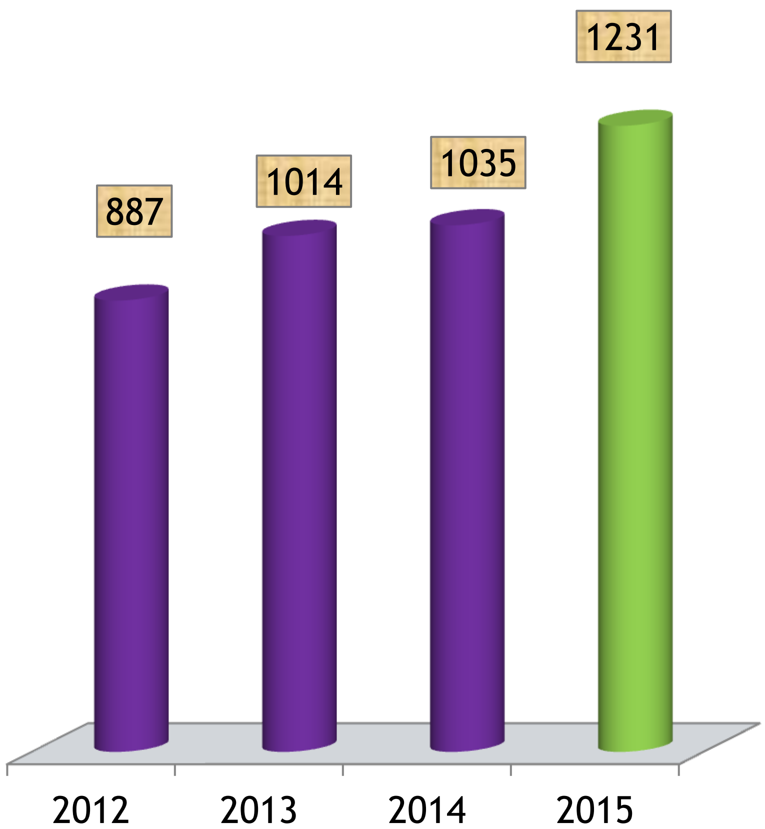
Rs. in Cr	March-15	March-14
Shareholder's Fund	***320***	***295***
Share capital	15	15
Reserves & Surplus	304	279
Non-current liabilities	***130***	***86***
Long term borrowings	95	51
Other non-current liabilities	36	34
Current liabilities	***500***	***447***
Short term borrowings	186	166
Other current liabilities	314	282
Total Liabilities	**950**	**828**

Rs. in Cr	March-15	March-14
Non-current assets	***449***	***418***
Fixed assets (inc. CWIP)	351	343
Long-term loans and advances	98	75
Current assets	***501***	***409***
Inventories	272	242
Trade receivables	104	81
Cash and bank balances	64	25
Other current assets	61	61
Total Assets	**950**	**828**

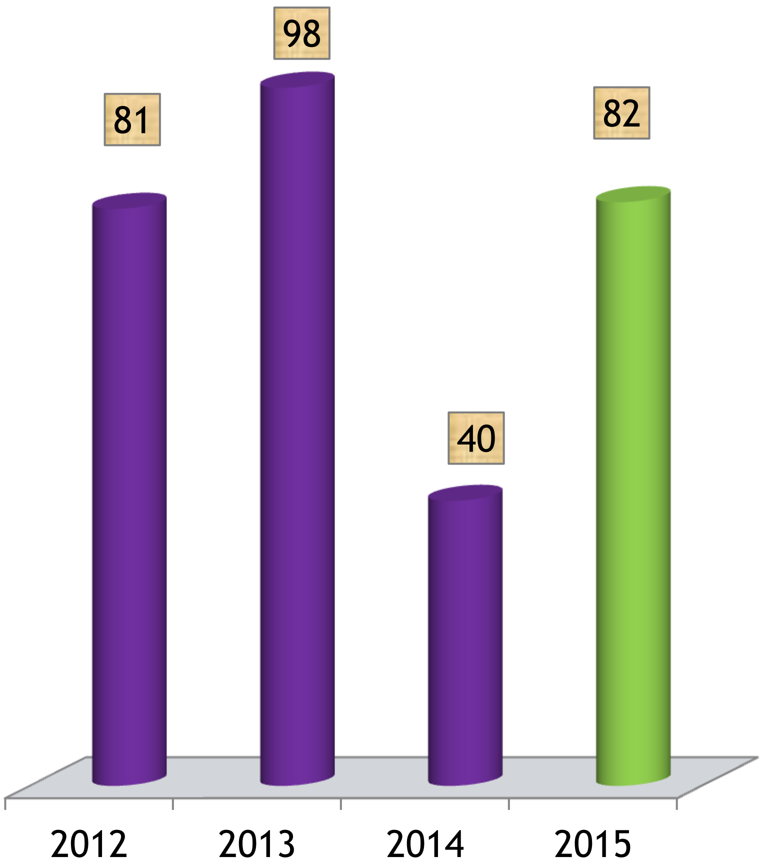
Debt / Equity at 0.9, comfortable range despite recent CAPEX in all segments

Annual Financial Highlights

Revenue (Rs. Cr)

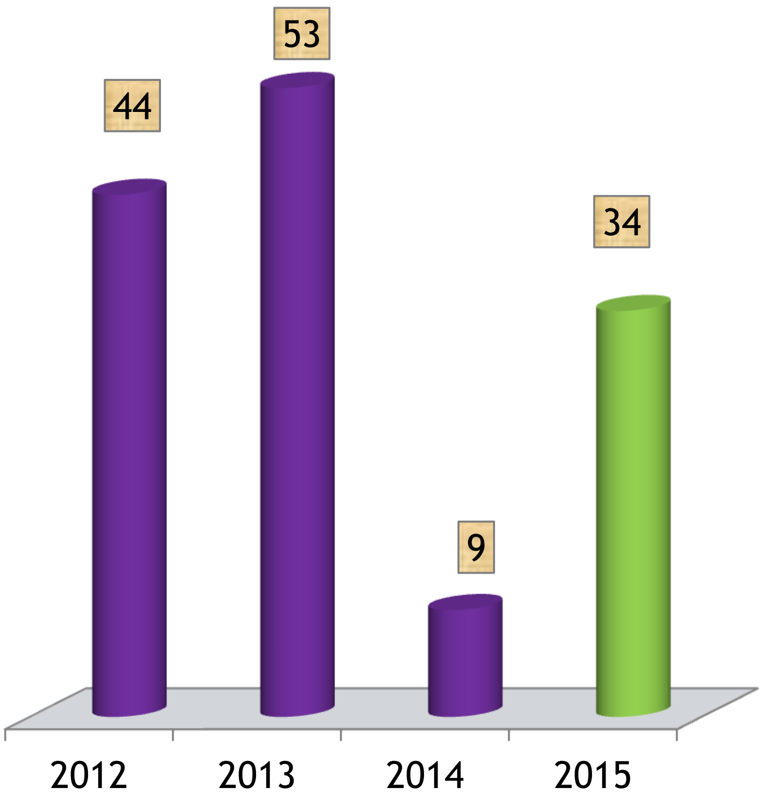


EBITDA (Rs. Cr)

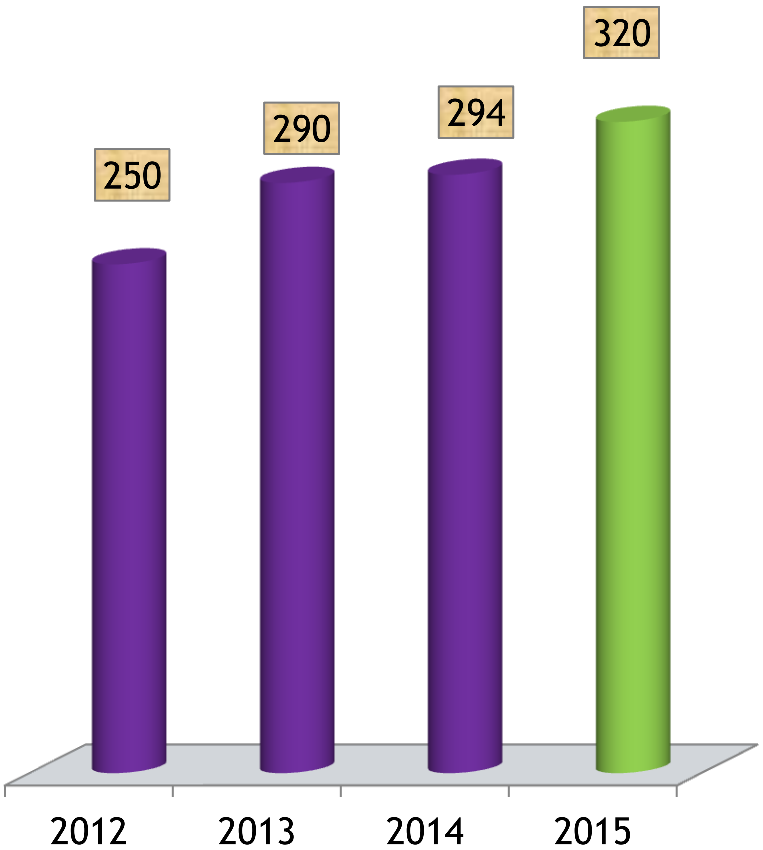


Annual Financial Highlights

Net Profit (Rs. Cr)



Net worth (Rs. Cr)



Management Discussions & Analysis

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- Revenue: Growth of 19% Y-o-Y
  - Strong growth in Building Product - Orissa plant contributed in increase in volume growth in Building Products
  - Steel building segment growth on account of higher order book in a sluggish market

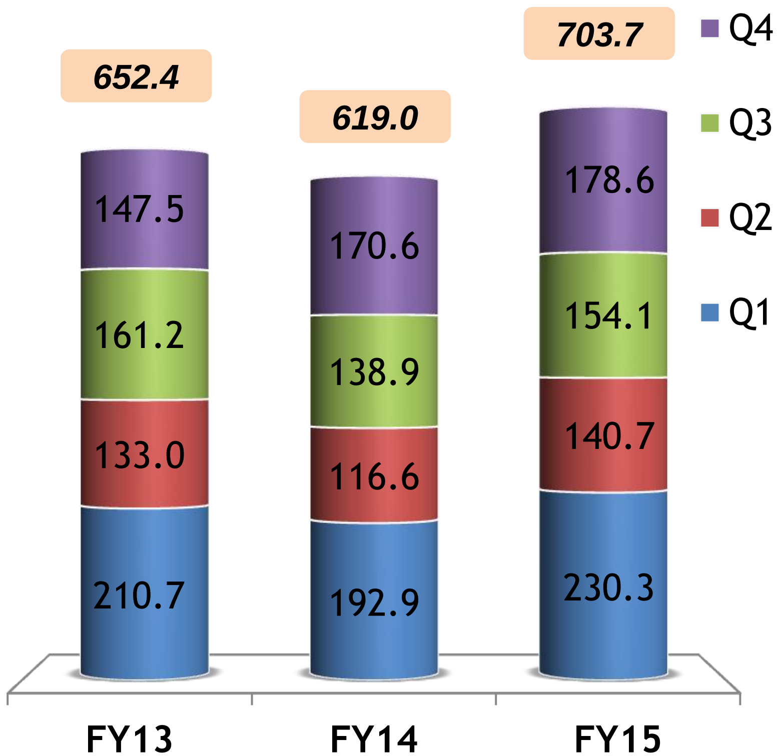
- Operating Profit: Growth of 106% Y-o-Y
  - EBITDA margin improved by 290 bps from 3.8% in FY14 to 6.7% in FY15
  - Improvement mainly on account of reduction in raw material and transportation cost and better absorption of operating overheads

- Increase in long term borrowings to Rs. 95 Cr
  - Increase in debt due to draw down of debt for capex of Board Plant in UAE

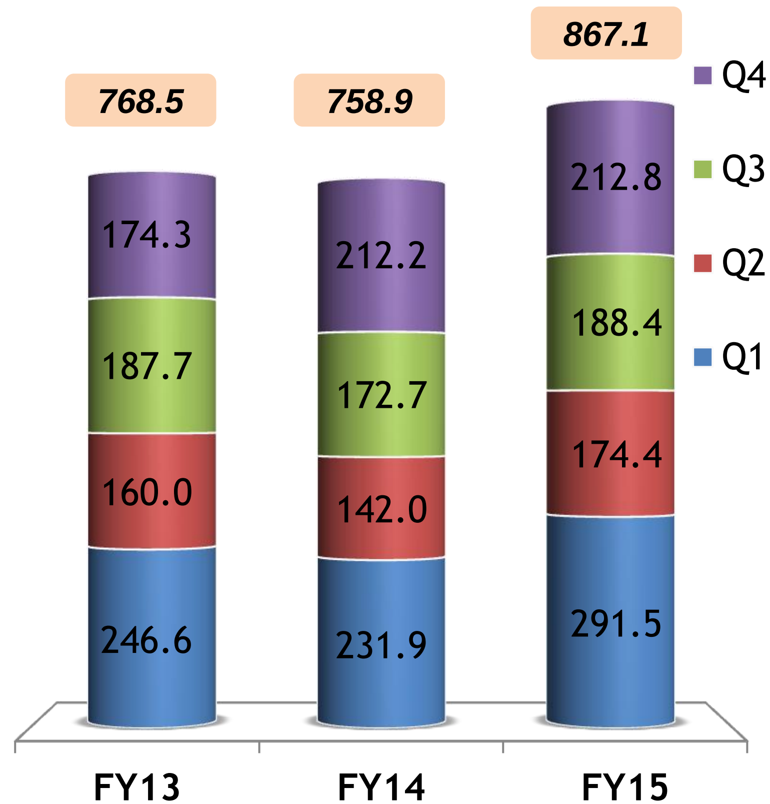
Segment wise Financial Highlights

Building Products Segment

Sales ('000 MT)

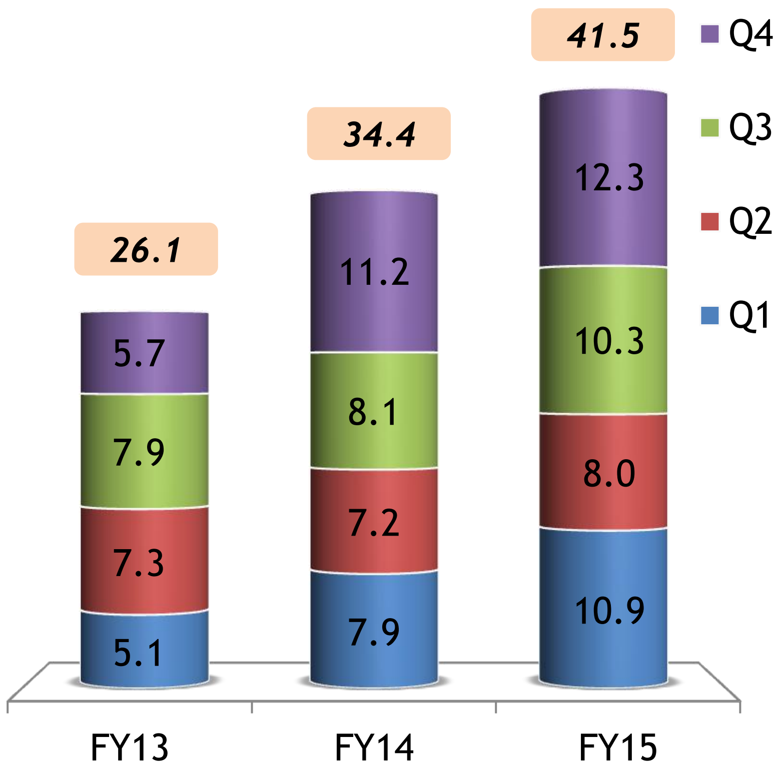


Revenue (Rs. Cr)

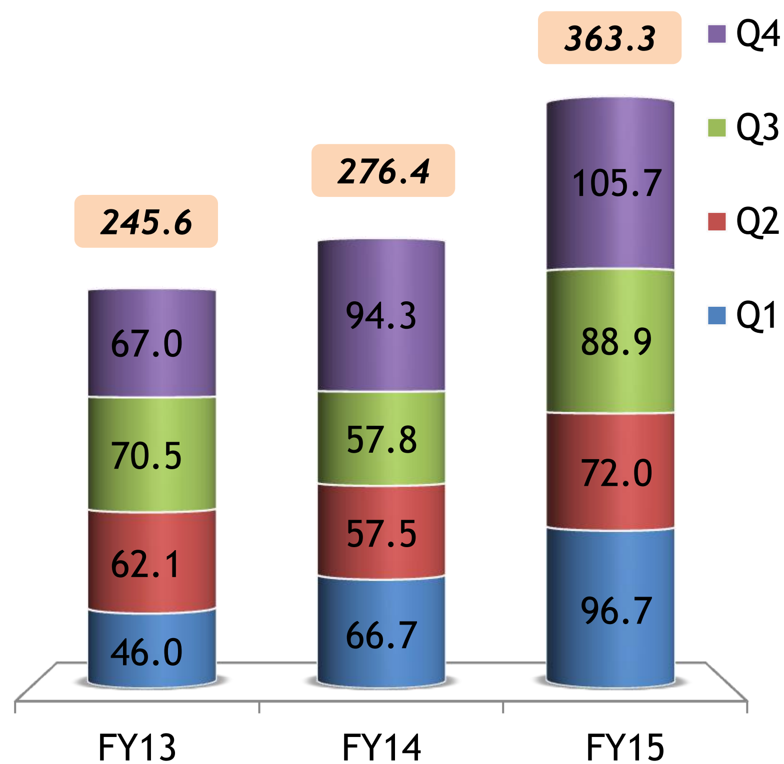


Steel Buildings Segment

Sales ('000 MT)



Revenue (Rs. Cr)



Quarterly Trend

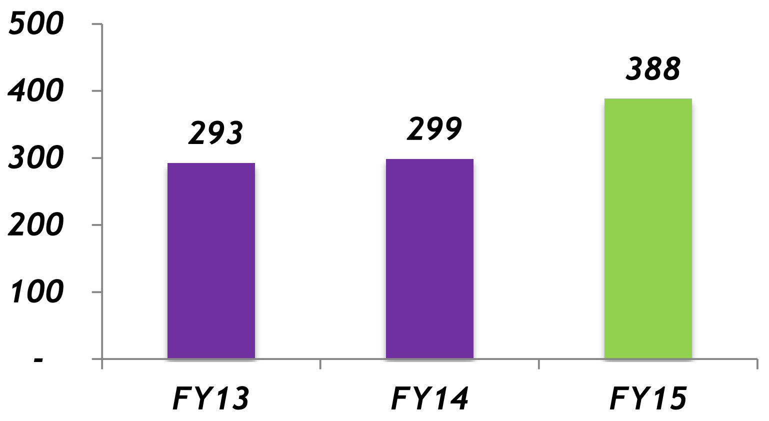
Profitability Statement - Quarterly

Rs. in Cr	Q4 FY15	Q4 FY14	YoY%	Q3 FY15	QoQ%
Revenues	***318.5***	***306.5***	***3.9%***	***277.3***	***15%***
Raw Material	172.1	193	-10.8%	163.1	6%
Manpower Cost	26.9	18.6	44.6%	26.5	2%
Other Operating Expenses	94.3	81.3	16.0%	77.5	22%
EBITDA	***25.2***	***13.5***	***86.7%***	***10.3***	***145%***
EBITDA Margin	***7.9%***	***4.4%***		***3.70%***	***114%***
Other Income	3.1	3.2	-2.5%	1.37	128%
Depreciation	6.7	7.6	-11.3%	6.1	10%
Interest	7.2	4.6	57.6%	4.5	61%
Profit Before Tax	***14.3***	*4.5*	***218%***	***1.1***	***1203%***
Tax	4.2	1.5	180%	-0.07	
Net Profit	***10.1***	***3.0***	***238%***	***1.1***	***821%***
Net Profit Margin	***3.2%***	***1.0%***		***0.40%***	
Earning Per Share (EPS) ^	6.59	**2.00**		0.8	724%

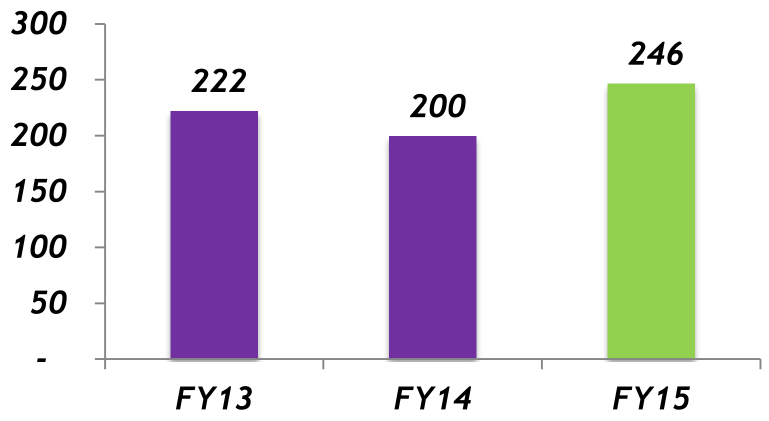
^ - Not Annualised

Quarterly Revenue Trend

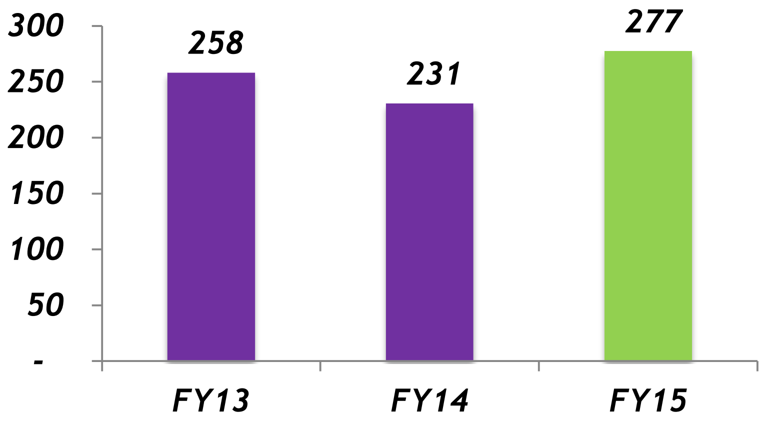
Quarter 1



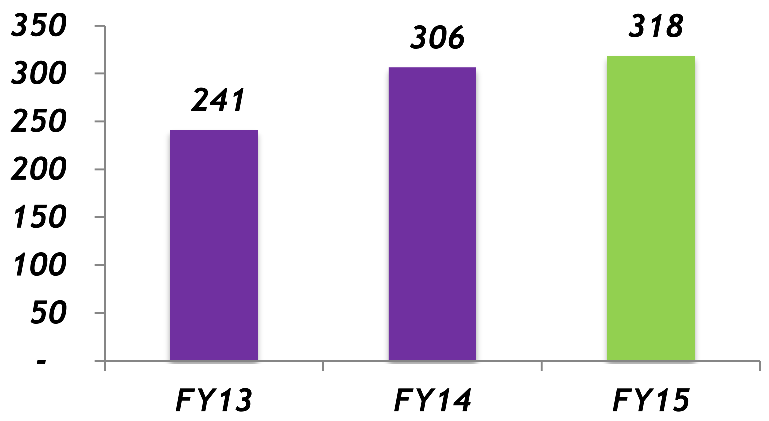
Quarter 2



Quarter 3



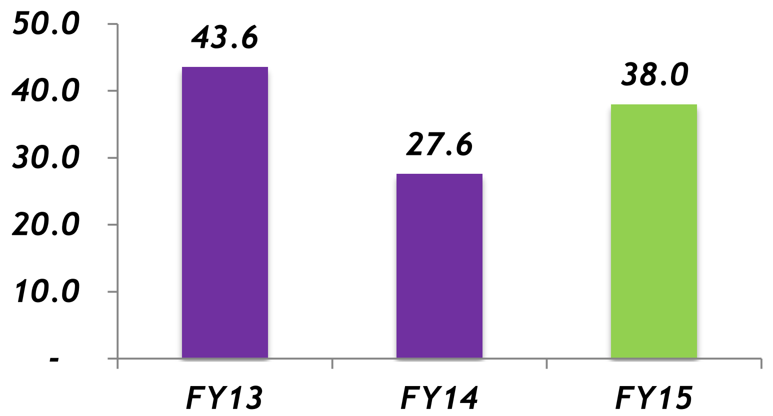
Quarter 4



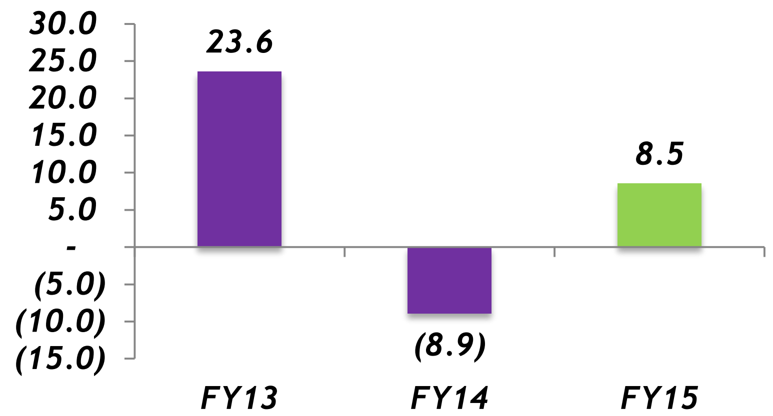
All numbers are in Rs. Cr

Quarterly EBIDTA Trend

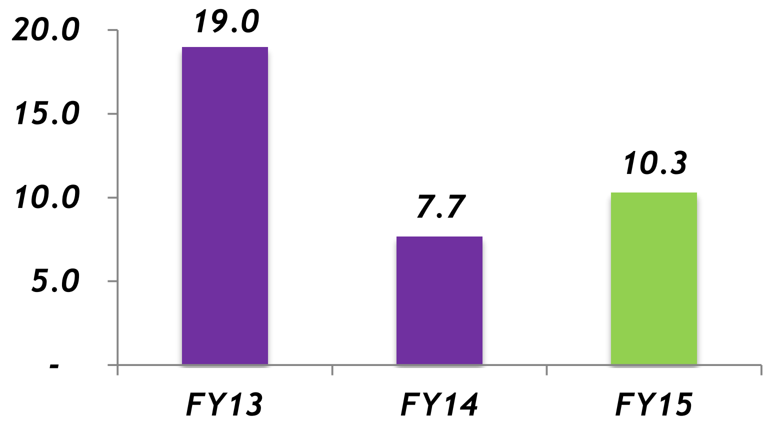
Quarter 1



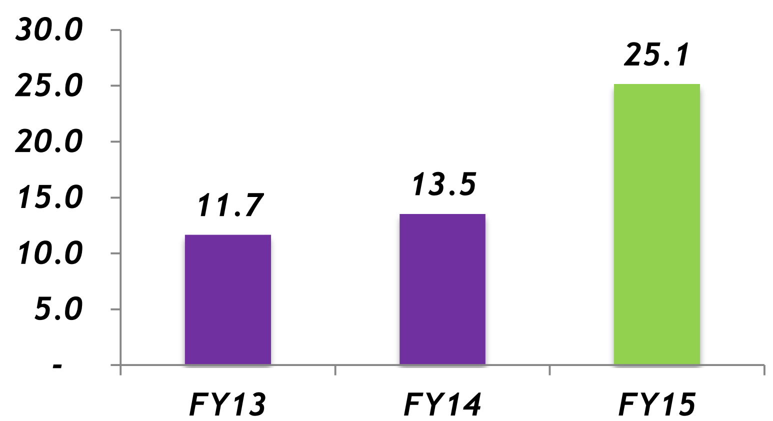
Quarter 2



Quarter 3



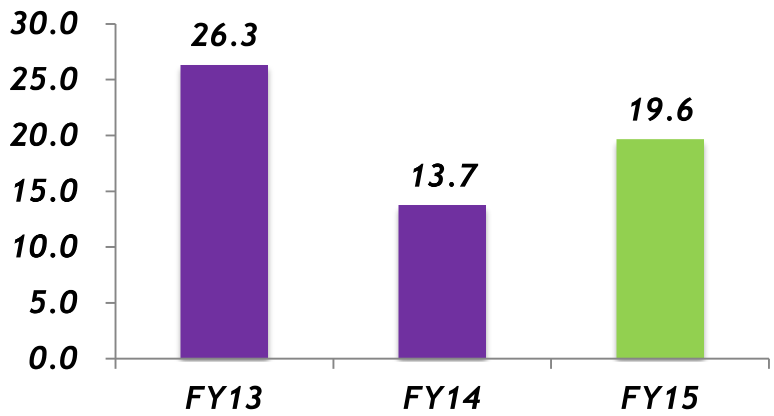
Quarter 4



All numbers are in Rs. Cr

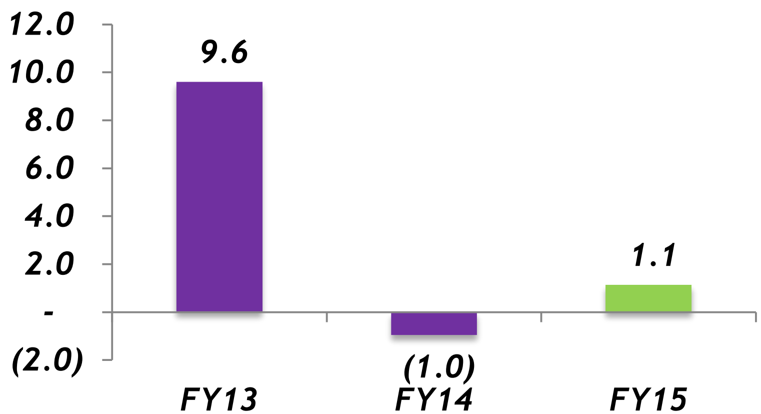
Quarterly PAT Trend

Quarter 1

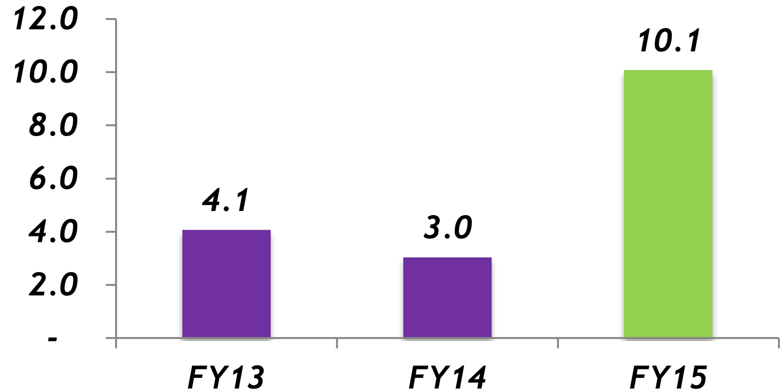


Quarter 2

Quarter 3



Quarter 4



All numbers are in Rs. Cr

Earning Call

The earning call to discuss financial performance for the quarter and year ended March, 2015 with Mr. Manish Sanghi, Managing Director & Mr. Rakesh Gupta, CFO is on ;

- Date: **Friday, 24th April, 2015**
- Time: **11.00 am**
- Dial-in Numbers: **+91 22 3960 0659 / +91 22 6746 5959**

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